



## B2B SALES ASSOCIATE

### Position Overview

The Sales team at M. Bohlke Veneer Corp. is responsible for creating dynamic experiences with customer and clients, while bringing all aspects of our brand to life. Although the product we make is sold in a raw or semi-finished form, we are tasked with creating a quality & aesthetic that will make any interior surface flawless.

People with an outgoing personality and an eagerness to learn our product will succeed in this program. You must have a desire to learn a trade and craft that is unique to any other business model.

As you develop your skill sets and direct experience through the training and other opportunities provided, more chances to progress may become available. This includes direct hire, and the opportunity to achieve management or leadership positions further down the line. Our employees always promote a "safety first" work environment and have a passion for what they do.

### Key Responsibilities

- Learn all of our product (veneer, lumber, other wood product) and our manufacturing process.
- Learn about our inventory and classification process.
- Work with your hands to learn about the wood and how it is sold.
- Participate in client visits and relationship management.
- Identify and present on new trends of the industry.
- Work with the marketing team to develop new ideas and approaches.
- Research and promote new potential products.
- Attend tradeshows.

### Preferred Candidate Profile

- We are seeking confident, professional, and career motivated self-starters to join a team that is passionate about our natural wood products.
- Seeking a Bachelors or Associates degree in any of the following: Management, Marketing, Operations, Wood Technology, Engineering.
- Outstanding organizational, time management, verbal/written communication skills.
- Excellent negotiating and influence skills.
- Strong analytical and problem-solving skills.
- Highly detail-oriented, forward-thinking and proactive.
- Able to multi-task in a fast-paced environment.
- Ability to interact in a professional manner with co-workers, clients and senior management to build lasting relationships.
- Willingness to work on your feet and be "hands on."
- Inquisitive and asks thought provoking questions.
- Basic computer and smartphone literacy.

### Additional Notes

- Applicants must be 18 or older.
- Must be willing to relocate to Cincinnati area.
- Timeliness and good attendance is expected.
- For our international applicants, please keep in mind, we are unable to provide sponsorships at the current moment.
- Must physically fit and able to work on your feet.
- MBVC is a drug-free workplace and applicants must be able to pass a drug screening.



### M. BOHLKE CORP. SNAPSHOT

M. Bohlke Corp. is a world leader in architectural wood products.

We strive to provide our clients with the finest wood products that nature has to offer. Together, conscientiously and responsibly, we use one of earth's most beautiful resources to enrich the world around us.

Family owned and operated since 1966, we have led the veneer industry in many technological innovations. We are a dynamic, international company known for industry leadership, expertise and our hardworking team environment.

[mbvener.com](http://mbvener.com)

8375 N. Gilmore Road | Fairfield, OH



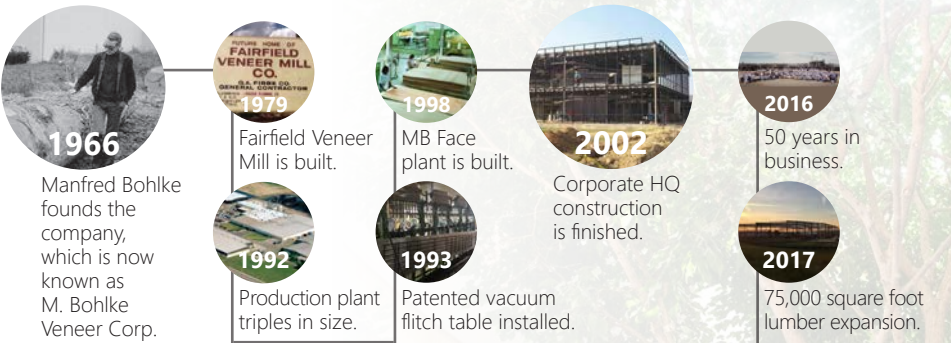


# ABOUT M. BOHLKE CORP.

## Our Culture

We feel that dedicated people are the key to our success. Through the efforts of our team, M. Bohlke Corp. has become a world leader in the wood industry. Over 50 of our 200+ employees have spent 25+ years with us! Our office is located in Fairfield, OH, just north of Cincinnati.

## Our History



## Benefits Overview

- Health and dental insurance.
- \$15,000 life insurance policy to the age of 65.
- Matching retirement contributions equal to 50% of the first 4% that an employee contributes, or 2%.
- A Perfect Attendance Bonus for hourly employees.
- Nine paid holidays.

## Environmental Responsibility

We have a strong commitment to the preservation and protection of the forests which supply our raw materials. We work with timberland owners to responsibly harvest trees in a selective manner.

Over the years, we have invested, developed and patented technology to produce the most out of veneer quality logs. From our knife grinder to our patented vacuum flitch beds, we have increased yields, allowing us to make the most out of our natural resource.



Proud member of:

Proud supporter of:



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